

## Message Text

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54

ACTION OPIC-12

INFO OCT-01 NEA-11 ISO-00 EB-11 TRSE-00 AID-20 COME-00

/055 W

----- 013415

R 130915Z FEB 74

FM AMEMBASSY KABUL

TO SECSTATE WASHDC 6787

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DEPT PASS OPIC

E.O. 11652: N/A

TAGS: EFIN, AF

SUBJECT: GENESCO JOINT VENTURE HITS ANOTHER SNAG

REF: KABUL 0299; KABUL 8517

1. GENESCO LEGAL COUNSEL CRAIG AND CONSULTANT MATHUR DEPARTED KABUL FEBRUARY 8 WITHOUT AGREEMENT ON JOINT VENTURE PROPOSAL. ACCORDING MATHUR, INDUSTRIAL DEVELOPMENT BANK, IN ADDITION TO CONCERNS OVER EXCLUSIVE PRICING AGREEMENT USING KABUL MARKET PRICE (REFTEL), PROPOSED THAT IDBA HAVE GREATER SHARE IN ANNUAL PROFITS OF JOINT VENTURE IN ADDITION EARNINGS FROM EQUITY INTEREST OVER LIFE OF VENTURE.

2. SINCE IDBA PROPOSAL SEEMED BE NEW IDEA TO CRAIG AND MATHUR, THEY MUST SUBMIT PROPOSAL TO GENESCO MANAGEMENT FOR CONSIDERATION. SEPARATELY, OPIC WILL HAVE TO REVIEW PROPOSED PRICING AGREEMENT.

3. IN SEPARATE MEETING EMBOFF HAD WITH IDBA FINANCIAL ADVISOR BLANCHI, HE DEFENDED NEED FOR NEW PRICING AGREEMENT AND CRITICIZED GENESCO REPS FOR BRINGING PROPOSED AGREEMENT TO IDBA WITHOUT GIVING THEM TIME TO STUDY DETAILS.

4. COMMENT: EMBASSY FEARS PROJECT IS IN DANGER OF FALTERING DUE TO MISUNDERSTANDINGS OF PROPOSAL TERMS AMONG IDBA, GENESCO AND LIMITED OFFICIAL USE

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OPIC. MATHUR, WHO IS PRIVY TO ALL DETAILS IDBA PROPOSAL, WILL BE

CONTACTING OPIC REP COUNTS THIS WEEK AND CRAIG WILL RETURN TO  
PRESENT NEW IDBA PARTICIPATION TERMS TO GENESCO. IN INTERIM,  
IDBA HAS ENCOUNTERED OTHER DIFFICULTIES IN GETTING STARTED HERE  
WHICH WILL BE REPORTED BY SEPTTEL.  
ELIOT

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** LEATHER, DEVELOPMENT LOANS, PROGRAMS (PROJECTS), INTERGOVERNMENTAL COOPERATION  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 13 FEB 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** MorefiRH  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1974KABUL00892  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** n/a  
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**Line Count:** 66  
**Locator:** TEXT ON-LINE  
**Office:** ACTION OPIC  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Page Count:** 2  
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**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** KABUL 0299; KABUL 8517  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** MorefiRH  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 13 AUG 2002  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <13-Aug-2002 by worrelsw>; APPROVED <14-Aug-2002 by MorefiRH>  
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**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** GENESCO JOINT VENTURE HITS ANOTHER SNAG  
**TAGS:** EFIN, AF, GENESCO  
**To:** STATE  
**Type:** TE  
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